Four Easy Lessons in Free Market Research

Win Faster. Team Sooner. Spend Less.

Judy Bradt, Principal

2009

got gravity?

Agenda

Why Market Research Matters

What's Free

What's Not

When The Choice Matters

PLUS:

DoD Mystery – Need Your Help

#1 Rule Of Government Business Development

Why Market Research Matters

- Massively Increase Cost Effectiveness
- Help Small Business Specialists Help You
- Rivet Prime Contractor Attention

WIN FASTER. TEAM SOONER. SPEND LESS.

Help Small Business Specialists Help You

If you:

- Tailor capability statement
- Focus on business that fits
- Keep in touch

Then you:

- Increase credibility
- Open more doors
- Stay top of mind

Rivet Primes' Attention

What Primes Tell Subs: Do Your Homework.

- "Know What We Do."
- "Define Your Core Strength."
- "Tell Us Specifically Where You Fit."
- "Bring Business ready-to-win."
- "Show Your Unique Value."

(Hint: "I'm a small business" isn't "Unique".)

Key Research Questions

- What is your target agency's mission?
- What funding is forecast?
- Which primes have contracts?
- For what and which agencies?
- Do they use GSA Schedules?
- What are competitors offering on GSA?
- Who could be my GSA Schedule partner?
- Who are "small" partners / competitors?

U.S. Government Buyers

Who They Are, What They Do & Buy

- Federal: www.usa.gov
- Stimulus: www.recovery.gov
- Opportunities & MORE: www.fbo.gov

- State / Local: www.naspo.org/directors
- Grants: www.grants.gov

Prospecting?

Follow the Money.

Federal Buyers: Funding & Programs

- Agency Forecasts: www.acquisition.gov/comp/procurement_forecasts/index.html
- Current/Future Military Programs www.defenselink.mil/comptroller/defbudget
- Agency Budget Overviews www.whitehouse.gov/omb/budget/fy2009/defense.html
- U.S. Congress: Bills, Hearings, Laws http://thomas.loc.gov (Library of Congress)

Attending An OSDBU Conference?

- Target your agencies
- Review their forecasts
- Look up their primes
- Focus on best fit programs
- Set your priority list to visit
- Register for business matching

See www.fbcinc.com for details!

Tips: www.summitinsight.com/tools.htm

Myth-Busting 101….

"It's All On FedBizOpps"

FedBizOpps
www.fbo.g

Most Alluring & Dangerous for Novices:

RFP's

Easy To Miss:

User Guides

Winners' Best Kept Secrets:

RFI's
Sources Sought
Draft RFP's…
and

FedBizOpps
www.fbo.gov

Winners' Best Kept Secrets:

RFI's
Sources Sought
Draft RFP's…
and…

AGENCY FORECASTS

Acquisition Central

acquisition.gov

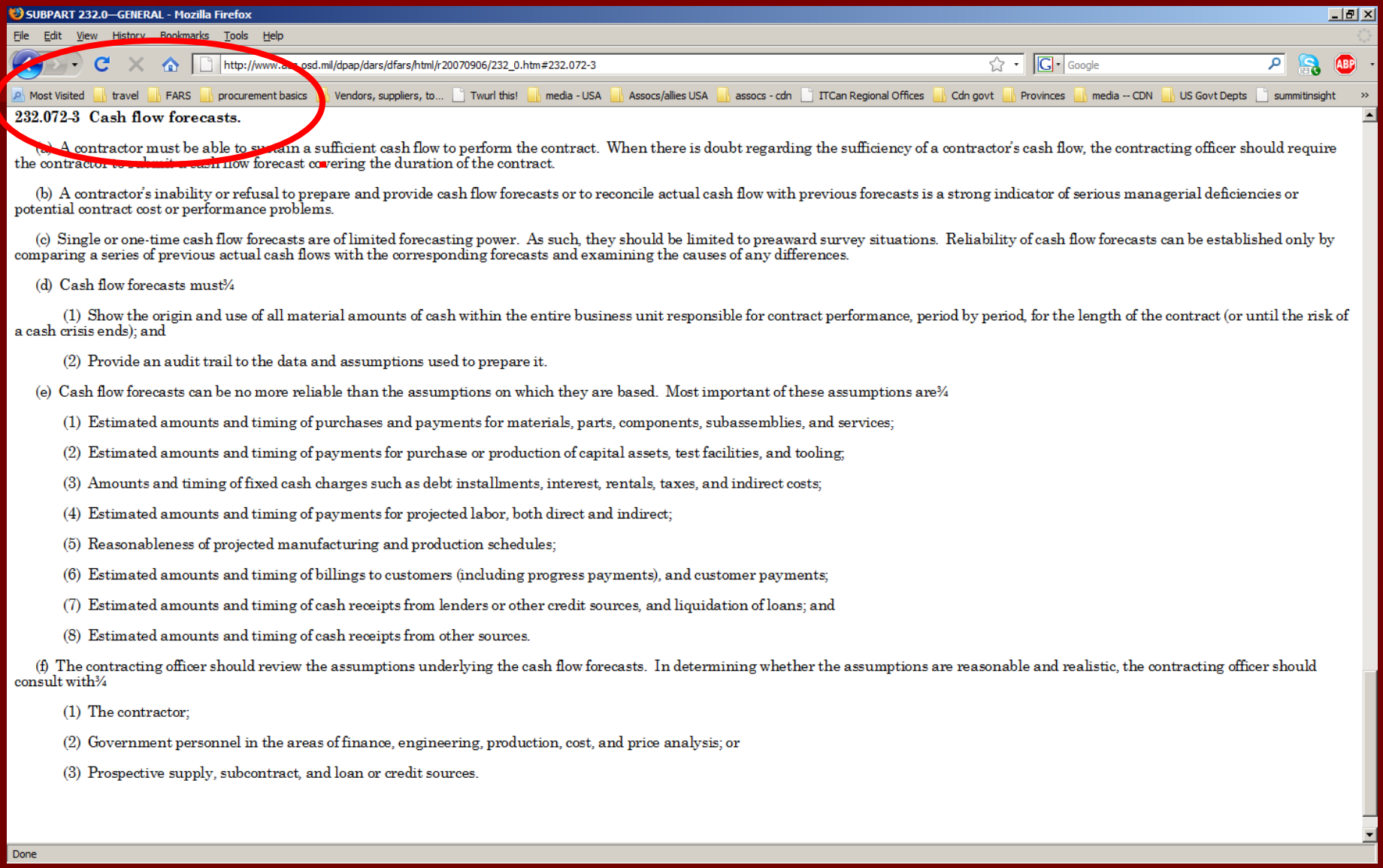
HELP WANTED: WATCH CLOSELY.

Agency Recurring Procurement Forecasts:

HOME PAGE	Select an Agency
SMALL BUSINESS INFORMATION	Select an Agency
BUSINESS OPPORTUNITIES	Select an Agency
PROCUREMENT FORECAST	Department of Defense

HELP WANTED: WATCH CLOSELY.

Please help me rescue this link.

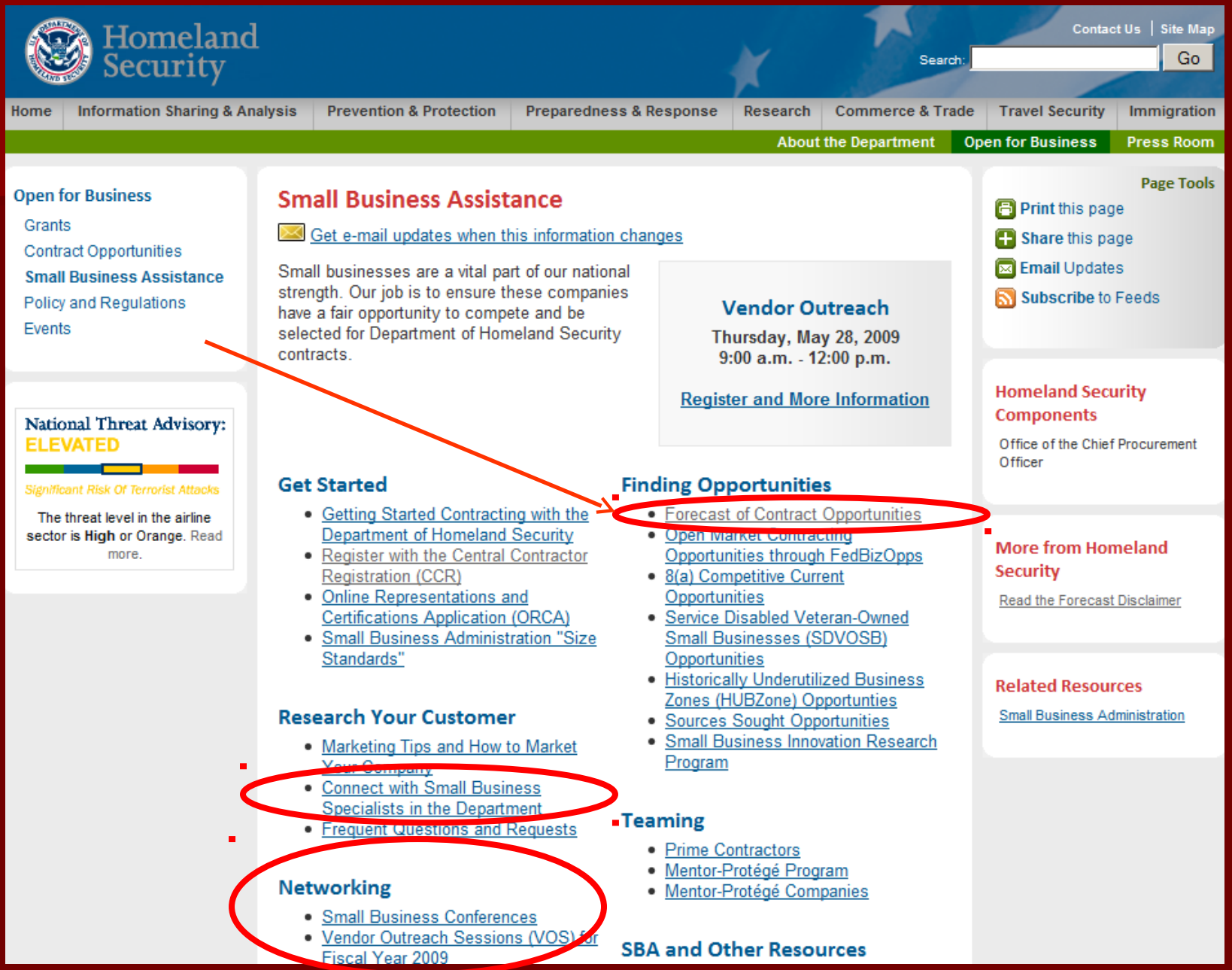

SUBPART 232.0—GENERAL - Mozilla Firefox
File Edit View History Bookmarks Tools Help
http://www.acq.osd.mil/dpap/dars/dfars/html/r20070906/232_0.htm#232.072-3
Google
Most Visited travel FARS procurement basics Vendors, suppliers, to... Twurl this! media - USA Assocs/allies USA assocs - cdn ITCan Regional Offices Cdn govt Provinces media -- CDN US Govt Depts summitinsight
232.072-3 Cash flow forecasts.
(a) A contractor must be able to sustain a sufficient cash flow to perform the contract. When there is doubt regarding the sufficiency of a contractor's cash flow, the contracting officer should require the contractor to submit a cash flow forecast covering the duration of the contract.
(b) A contractor's inability or refusal to prepare and provide cash flow forecasts or to reconcile actual cash flow with previous forecasts is a strong indicator of serious managerial deficiencies or potential contract cost or performance problems.
(c) Single or one-time cash flow forecasts are of limited forecasting power. As such, they should be limited to preaward survey situations. Reliability of cash flow forecasts can be established only by comparing a series of previous actual cash flows with the corresponding forecasts and examining the causes of any differences.
(d) Cash flow forecasts must¾
(1) Show the origin and use of all material amounts of cash within the entire business unit responsible for contract performance, period by period, for the length of the contract (or until the risk of a cash crisis ends); and
(2) Provide an audit trail to the data and assumptions used to prepare it.
(e) Cash flow forecasts can be no more reliable than the assumptions on which they are based. Most important of these assumptions are¾
(1) Estimated amounts and timing of purchases and payments for materials, parts, components, subassemblies, and services;
(2) Estimated amounts and timing of payments for purchase or production of capital assets, test facilities, and tooling;
(3) Amounts and timing of fixed cash charges such as debt installments, interest, rentals, taxes, and indirect costs;
(4) Estimated amounts and timing of payments for projected labor, both direct and indirect;
(5) Reasonableness of projected manufacturing and production schedules;
(6) Estimated amounts and timing of billings to customers (including progress payments), and customer payments;
(7) Estimated amounts and timing of cash receipts from lenders or other credit sources, and liquidation of loans; and
(8) Estimated amounts and timing of cash receipts from other sources.
(f) The contracting officer should review the assumptions underlying the cash flow forecasts. In determining whether the assumptions are reasonable and realistic, the contracting officer should consult with¾
(1) The contractor;
(2) Government personnel in the areas of finance, engineering, production, cost, and price analysis; or
(3) Prospective supply, subcontract, and loan or credit sources.
Done

Acquisition Central

acquisition.gov

Agency Recurring Procurement Forecasts:

HOME PAGE	Select an Agency
SMALL BUSINESS INFORMATION	Select an Agency
BUSINESS OPPORTUNITIES	Department of Homeland Security
PROCUREMENT FORECAST	Department of Homeland Security


Homeland Security
Contact Us | Site Map
Search:
Go
Home
Information Sharing & Analysis
Prevention & Protection
Preparedness & Response
Research
Commerce & Trade
Travel Security
Immigration
About the Department
Open for Business
Press Room
Open for Business
Grants
Contract Opportunities
Small Business Assistance
Policy and Regulations
Events
National Threat Advisory:
ELEVATED
Significant Risk Of Terrorist Attacks
The threat level in the airline sector is High or Orange. Read more.
Small Business Assistance
Get e-mail updates when this information changes
Small businesses are a vital part of our national strength. Our job is to ensure these companies have a fair opportunity to compete and be selected for Department of Homeland Security contracts.
Vendor Outreach
Thursday, May 28, 2009
9:00 a.m. - 12:00 p.m.
Register and More Information
Get Started
Getting Started Contracting with the Department of Homeland Security
Register with the Central Contractor Registration (CCR)
Online Representations and Certifications Application (ORCA)
Small Business Administration "Size Standards"
Research Your Customer
Marketing Tips and How to Market Your Company
Connect with Small Business Specialists in the Department
Frequent Questions and Requests
Networking
Small Business Conferences
Vendor Outreach Sessions (VOS) for Fiscal Year 2009
Finding Opportunities
Forecast of Contract Opportunities
Open Market Contracting Opportunities through FedBizOpps
8(a) Competitive Current Opportunities
Service Disabled Veteran-Owned Small Businesses (SDVOSB) Opportunities
Historically Underutilized Business Zones (HUBZone) Opportunties
Sources Sought Opportunities
Small Business Innovation Research Program
Teaming
Prime Contractors
Mentor-Protégé Program
Mentor-Protégé Companies
SBA and Other Resources
Page Tools
Print this page
Share this page
Email Updates
Subscribe to Feeds
Homeland Security Components
Office of the Chief Procurement Officer
More from Homeland Security
Read the Forecast Disclaimer
Related Resources
Small Business Administration

FedBizOpps
www.fbo.gov

DHS-AAP at FIDO GOV
Advance Acquisition Plan

DHS Advance Acquisition Planning

CBP	Customs And Border Protection	New	Existing
DHS HQ	Headquarters	New	Existing
FEMA	Federal Emergency Management Agency	New	Existing
FLETC	Federal Law Enforcement Training Center	New	Existing
ICE	Immigration and Customs Enforcement	New	Existing
TSA	Transportation Security Administration	New	Existing
USCG	United States Coast Guard	New	Existing
USSS	United States Secret Service	New	Existing
EAGLE	All DHS Components	New	N/A
First Source	All DHS Components	New	N/A

FedBizOpps
www.fbo.gov

DHS-AAP at FIDO GOV
Advance Acquisition Plan

DHS Forecast New Opportunities For the American Recovery and Reinvestment Act of 2009 (61 rows returned) — **April 10, 2009 6:50:49 PM**

WHERE ARRA2009 = 'Yes' and MarkedCompleteAt Is Not Null AND Publicview = 'Yes' AND ContractVehicle = 'New' AND AcquisitionMethod <> 'IA' AND AcquisitionMethod<>'Grant' AND AcquisitionMethod<>'Cooperative Agreement'

Spreadsheet XML ASCII

AAP No	ARRA2009	NAICS Code	Requirement Description Brief	OE	Office Division	Acquisition Method	Small Business Program	Expected Dollar Range	Release QTR	Release FY	Point Of Contact
59190	Yes	336413	The contractor shall overhaul this commercial M/R Hubs assembly cores P/N 369A1200-619 as per MDHS Model Helicopters 369 aircraft. Contractor will comply with the MDHS Model Helicopters 369, Aircraft Component Overhaul Manual for M/R Hub and any FAA AD's	CBP	Air and Marine\	Contract(s)	None	$250K to $500K	2	2009	Elliot Werner (915) 782-2211 elliot.werner@dhs.gov
57617	Yes	518210	This is 6 month contract for data entry administrative services at the San Diego Ports of Entry.	CBP	OFO\	Other	None	$250K to $500K	4	2008	Linda Krough (202) 344-2594 linda.krough@dhs.gov
57729	Yes	518210	This is 6 month contract for data entry administrative services at the Chicago Port of Entry. An optional 3 month extension may be exercised	CBP	OFO\	Other	None	$100K to $250K	4	2008	Linda Krough (202) 344-2594 linda.krough@dhs.gov
58216	Yes	336211	Mobile support truck	CBP	OIT\LSS\ITB\	BPA	TBD	$1M to $2M	3	2009	Bobby Lewis bobby.lewis@dhs.gov
58218	Yes	333922	Mobile x-ray van	CBP	OIT\LSS\ITB\	BPA	TBD	$1M to $2M	3	2009	Bobby Lewis bobby.lewis@dhs.gov
54872	Yes	TBD - EAGLE	Enterprise Applications Development Integration and Sustainment (EADIS) for FEMA wide software development.	FEMA	HQ\	DWAC/EAGLE	None	$50M to $100M	1	2008	Contact Teaming Coordinators on ITAC Website.http://www.dhs.gov/xopnbiz/opportunities /editorial_0700.shtm (202) 646-2932 See ITAC Website.
57444	Yes	TBD - EAGLE	The contractor shall design and develop a system that provides Spiral One capability to aggregate, display, send and receive specified information feeds and related data from partnering federal, state, and local agencies in a variety of formats and provi	FEMA	IT\	DWAC/EAGLE	None	$500K to $1M	4	2008	Contact Teaming Coordinators on ITAC Website.http://www.dhs.gov/xopnbiz/opportunities /editorial_0700.shtm (202) 646-7590 See ITAC Website.
16204	Yes	237130	Building of a satellite hub to support mobile disaster recovery centers	FEMA	IT\	Contract(s)	None	$2M to $5M	3	2007	Darcy Bingham (202) 646-3259 darcfy.bingham@dhs.gov
16201	Yes	541519	Information technology services for the Mt. Weather Emergency Operations Center, including support for the Remedy Help Desk ticket system, support for disaster operations, and support for national security operations	FEMA	IT\	BPA	None	$1M to $2M	1	2007	Joseph Walker (540) 542-2247 joe.walker@associates.dhs.gov
22428	Yes	811212	Maintenance of the Hewlett Packard equipment used to support the Integrated Financial Management Information System (IFMIS).	FEMA	IT\	GWAC/MAC	None	Under $100K	1	2007	Mary Field (540) 542-2710 mary.field@dhs.gov

Done

Free Research Sources

THE BIG FOUR

FPDS, GSAAdvantage, SSQ, CCR

Free Tools Help You…

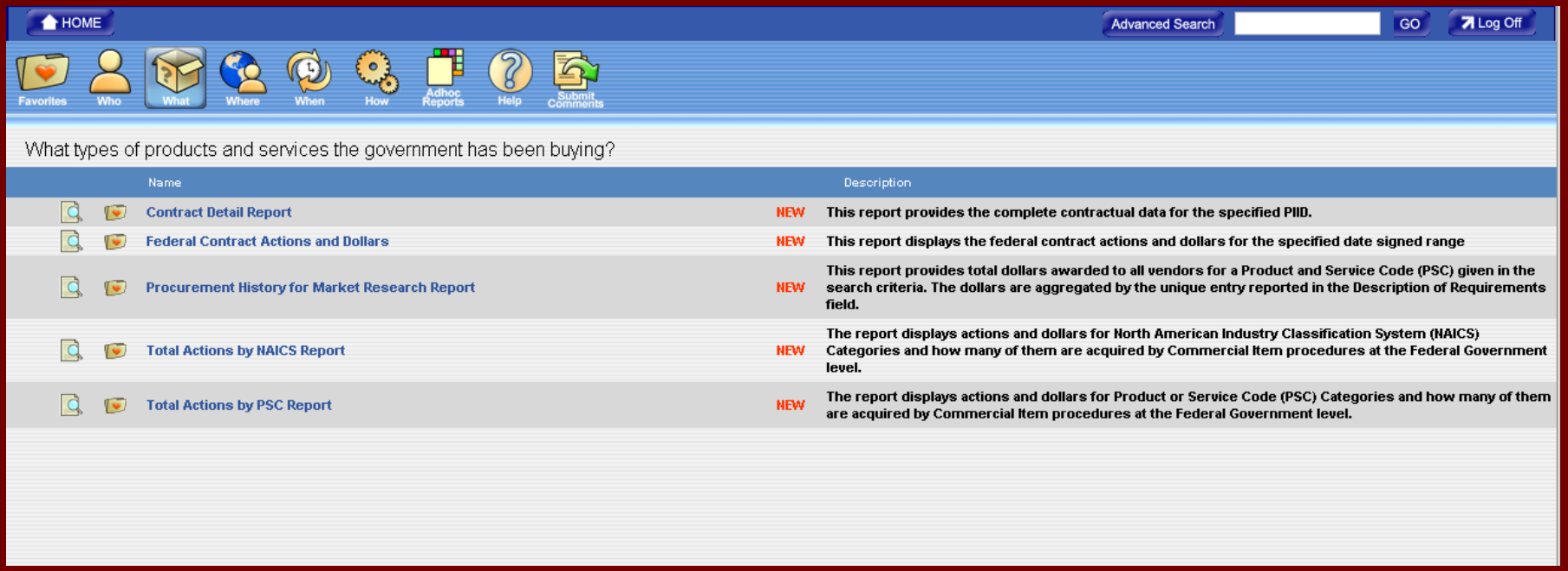
- Get federal buying forecasts
- Learn what contracts a Prime has
- Find competitors' GSA pricing
- Assess potential partners – on & off GSA

Federal Procurement Data System fpds.gov

FPDS
Next Generation
Log In
Log-In:
judy.bradt@summiti
Password:
******
Log In
Forgot Your Password?
Security and Privacy
About FPDS-NG
Contact Help Desk
What's New
New government wide standard reports and improved adhoc reporting is now available.
New FPDS-NG enhanced reporting capability!
GCE unveils new 'ezSearch' Tool
For more information on reports and other new items please click here.
DoD Data Availability
For more information on using and importing the XML data archives please click here.
FPDS-NG User's Manual
Top Requests
Current top requests:
Hurricane Katrina Contracts
Hurricane Rita Contracts
Other Hurricane/Disaster Relief
Trending Analysis Report for the Last 5 Years
FPDS-NG Transaction and User Statistics
Performance Based Statistics
Registration
Welcome to the new Federal Procurement Data System (FPDS). If you have not already registered, please do so by clicking the link below. If you are a registered FPDS user, login using the fields provided in the Login section.
Not Registered? Register
Who Should Register?
Important Links
FPDS-NG FAQs
IAE FAQs
List of Agencies Submitting Data to FPDS-NG
Find Current Business Opportunities
Small Business Services
Business Partner Network
Register as a Potential Contractor
Past Performance Information Retrieval System
Federal Technical Data System
Official Website for eGov Initiatives
FPDS-NG Project Site
Reports
The following FPDS reports are available now for download:
Small Business Goaling Report FAQs
Small Business Goaling Report FY 2006
Small Business Goaling Report FY 2005
Small Business Goaling Report FY 2004
Federal Procurement Report FY 2005
Federal Procurement Report FY 2004
Federal Procurement Report FY 2003
Federal Procurement Report FY 2002
Federal Procurement Report FY 2001
Federal Procurement Report FY 2000
Federal Procurement Report FY 1981-1999

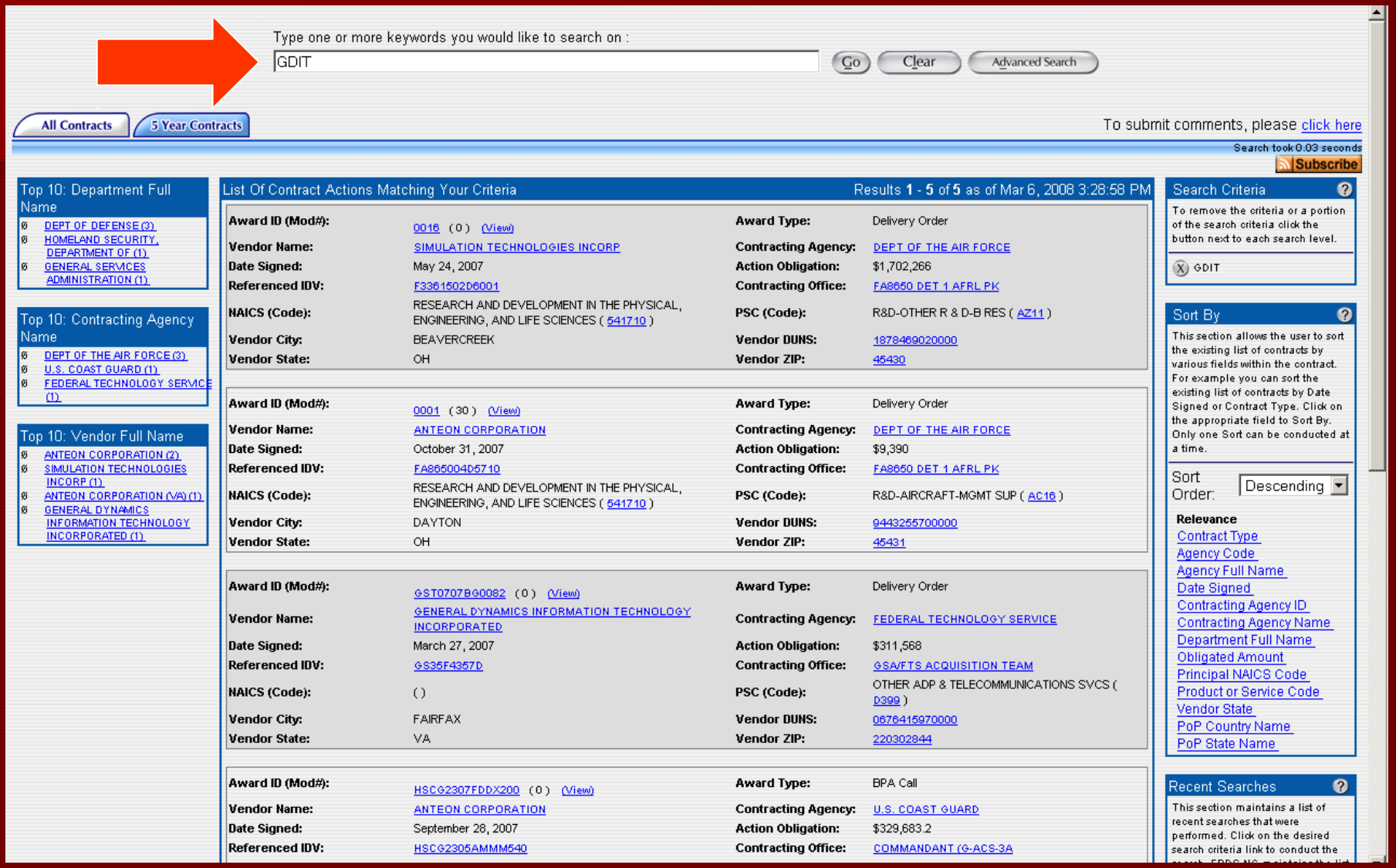
Give me an overview of the market. fpds.gov

Standard Reports fpds.gov

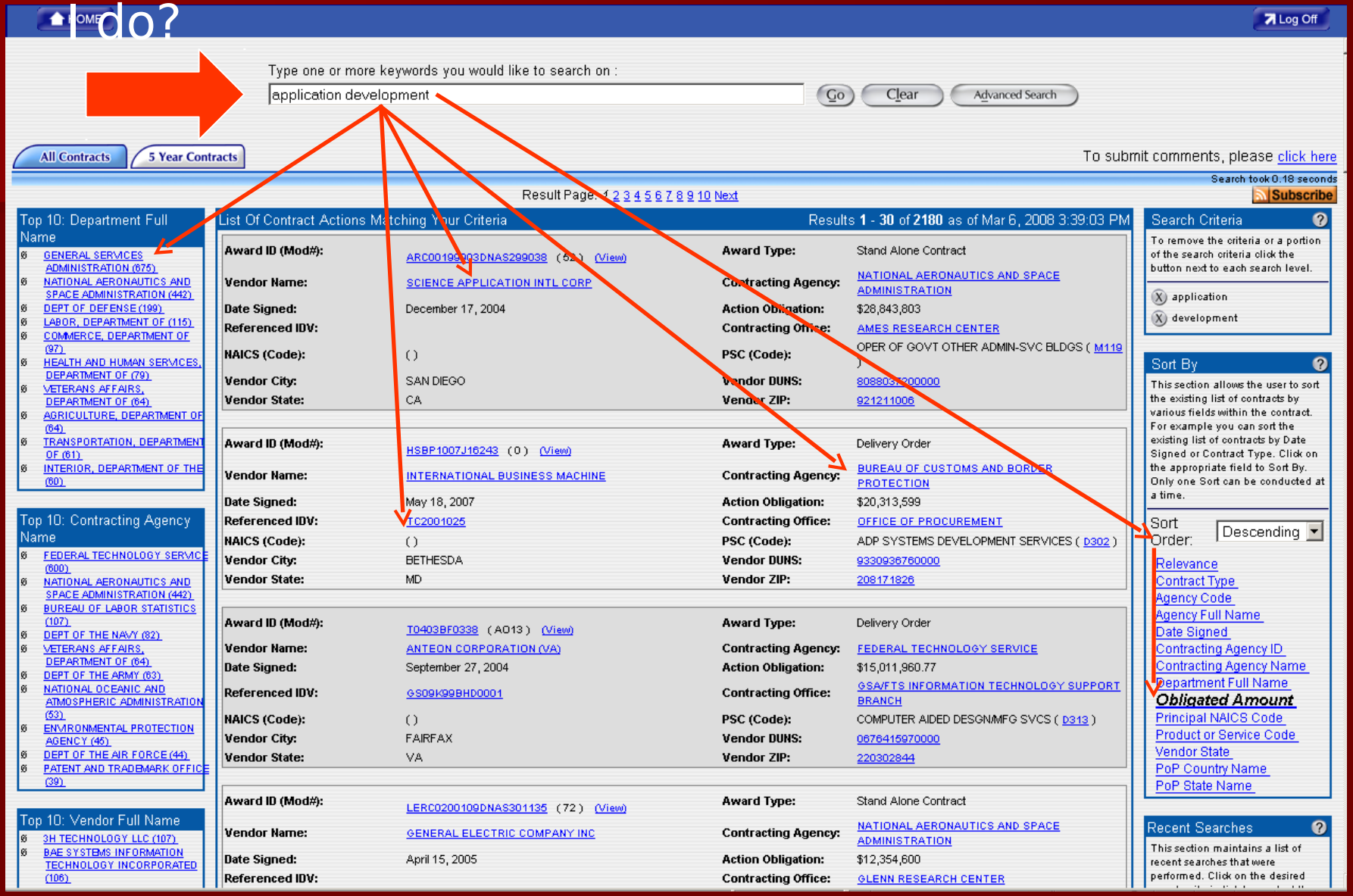

HOME
Advanced Search
GO
Log Off
Favorites
Who
What
Where
When
How
Adhoc Reports
Help
Submit Comments
What types of products and services the government has been buying?
Name
Description
Contract Detail Report
NEW
This report provides the complete contractual data for the specified PIID.
Federal Contract Actions and Dollars
NEW
This report displays the federal contract actions and dollars for the specified date signed range
Procurement History for Market Research Report
NEW
This report provides total dollars awarded to all vendors for a Product and Service Code (PSC) given in the search criteria. The dollars are aggregated by the unique entry reported in the Description of Requirements field.
Total Actions by NAICS Report
NEW
The report displays actions and dollars for North American Industry Classification System (NAICS) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.
Total Actions by PSC Report
NEW
The report displays actions and dollars for Product or Service Code (PSC) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.

What contract vehicles does the Prime have?

What contract vehicles does the Prime have?


Type one or more keywords you would like to search on :
GDIT
Go
Clear
Advanced Search
All Contracts
5 Year Contracts
To submit comments, please click here
Search took 0.03 seconds
Subscribe
Top 10: Department Full Name
DEPT OF DEFENSE (3)
HOMELAND SECURITY, DEPARTMENT OF (1)
GENERAL SERVICES ADMINISTRATION (1)
Top 10: Contracting Agency Name
DEPT OF THE AIR FORCE (3)
U.S. COAST GUARD (1)
FEDERAL TECHNOLOGY SERVICE (1)
Top 10: Vendor Full Name
ANTEON CORPORATION (2)
SIMULATION TECHNOLOGIES INCORP (1)
ANTEON CORPORATION (VA) (1)
GENERAL DYNAMICS INFORMATION TECHNOLOGY INCORPORATED (1)
List Of Contract Actions Matching Your Criteria
Results 1 - 5 of 5 as of Mar 6, 2008 3:28:58 PM
Award ID (Mod#): 0016 (0) (View)
Award Type: Delivery Order
Vendor Name: SIMULATION TECHNOLOGIES INCORP
Contracting Agency: DEPT OF THE AIR FORCE
Date Signed: May 24, 2007
Action Obligation: $1,702,266
Referenced IDV: F3361502D6001
Contracting Office: FA8650 DET 1 AFRL PK
NAICS (Code): RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (541710)
PSC (Code): R&D-OTHER R & D-B RES (AZ11)
Vendor City: BEAVERCREEK
Vendor DUNS: 1878469020000
Vendor State: OH
Vendor ZIP: 45430
Award ID (Mod#): 0001 (30) (View)
Award Type: Delivery Order
Vendor Name: ANTEON CORPORATION
Contracting Agency: DEPT OF THE AIR FORCE
Date Signed: October 31, 2007
Action Obligation: $9,390
Referenced IDV: FA865004D5710
Contracting Office: FA8650 DET 1 AFRL PK
NAICS (Code): RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (541710)
PSC (Code): R&D-AIRCRAFT-MGMT SUP (AC16)
Vendor City: DAYTON
Vendor DUNS: 9443255700000
Vendor State: OH
Vendor ZIP: 45431
Award ID (Mod#): GST0707BG0082 (0) (View)
Award Type: Delivery Order
Vendor Name: GENERAL DYNAMICS INFORMATION TECHNOLOGY INCORPORATED
Contracting Agency: FEDERAL TECHNOLOGY SERVICE
Date Signed: March 27, 2007
Action Obligation: $311,568
Referenced IDV: GS35F4357D
Contracting Office: GSA/FTS ACQUISITION TEAM
NAICS (Code): ( )
PSC (Code): OTHER ADP & TELECOMMUNICATIONS SVCS (D399)
Vendor City: FAIRFAX
Vendor DUNS: 0676415970000
Vendor State: VA
Vendor ZIP: 220302844
Award ID (Mod#): HSCG2307FDDX200 (0) (View)
Award Type: BPA Call
Vendor Name: ANTEON CORPORATION
Contracting Agency: U.S. COAST GUARD
Date Signed: September 28, 2007
Action Obligation: $329,683.2
Referenced IDV: HSCG2305AMMM540
Contracting Office: COMMANDANT (G-ACS-3A
Search Criteria
To remove the criteria or a portion of the search criteria click the button next to each search level.
GDIT
Sort By
This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.
Sort Order: Descending
Relevance
Contract Type
Agency Code
Agency Full Name
Date Signed
Contracting Agency ID
Contracting Agency Name
Department Full Name
Obligated Amount
Principal NAICS Code
Product or Service Code
Vendor State
PoP Country Name
PoP State Name
Recent Searches
This section maintains a list of recent searches that were performed. Click on the desired search criteria link to conduct the

Who's got the biggest prime contracts for what I do?


Log Off
Type one or more keywords you would like to search on :
application development
Go
Clear
Advanced Search
All Contracts
5 Year Contracts
To submit comments, please click here
Search took 0.18 seconds
Subscribe
Result Page: 1 2 3 4 5 6 7 8 9 10 Next
Top 10: Department Full Name
GENERAL SERVICES ADMINISTRATION (675)
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (442)
DEPT OF DEFENSE (199)
LABOR, DEPARTMENT OF (115)
COMMERCE, DEPARTMENT OF (97)
HEALTH AND HUMAN SERVICES, DEPARTMENT OF (79)
VETERANS AFFAIRS, DEPARTMENT OF (64)
AGRICULTURE, DEPARTMENT OF (64)
TRANSPORTATION, DEPARTMENT OF (61)
INTERIOR, DEPARTMENT OF THE (60)
Top 10: Contracting Agency Name
FEDERAL TECHNOLOGY SERVICE (600)
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (442)
BUREAU OF LABOR STATISTICS (107)
DEPT OF THE NAVY (82)
VETERANS AFFAIRS, DEPARTMENT OF (64)
DEPT OF THE ARMY (63)
NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION (53)
ENVIRONMENTAL PROTECTION AGENCY (45)
DEPT OF THE AIR FORCE (44)
PATENT AND TRADEMARK OFFICE (39)
Top 10: Vendor Full Name
3H TECHNOLOGY LLC (107)
BAE SYSTEMS INFORMATION TECHNOLOGY INCORPORATED (106)
List Of Contract Actions Matching Your Criteria
Results 1 - 30 of 2180 as of Mar 6, 2008 3:39:03 PM
Award ID (Mod#): ARC00199003DNAS299038 (52) (View)
Award Type: Stand Alone Contract
Vendor Name: SCIENCE APPLICATION INTL CORP
Contracting Agency: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
Date Signed: December 17, 2004
Action Obligation: $28,843,803
Referenced IDV:
Contracting Office: AMES RESEARCH CENTER
NAICS (Code): ( )
PSC (Code): OPER OF GOVT OTHER ADMIN-SVC BLDGS (M119)
Vendor City: SAN DIEGO
Vendor DUNS: 808803[illegible]00000
Vendor State: CA
Vendor ZIP: 921211006
Award ID (Mod#): HSBP1007J16243 (0) (View)
Award Type: Delivery Order
Vendor Name: INTERNATIONAL BUSINESS MACHINE
Contracting Agency: BUREAU OF CUSTOMS AND BORDER PROTECTION
Date Signed: May 18, 2007
Action Obligation: $20,313,599
Referenced IDV: TC2001025
Contracting Office: OFFICE OF PROCUREMENT
NAICS (Code): ( )
PSC (Code): ADP SYSTEMS DEVELOPMENT SERVICES (D302)
Vendor City: BETHESDA
Vendor DUNS: 9330936760000
Vendor State: MD
Vendor ZIP: 208171826
Award ID (Mod#): T0403BF0338 (A013) (View)
Award Type: Delivery Order
Vendor Name: ANTEON CORPORATION (VA)
Contracting Agency: FEDERAL TECHNOLOGY SERVICE
Date Signed: September 27, 2004
Action Obligation: $15,011,960.77
Referenced IDV: GS09K99BHD0001
Contracting Office: GSA/FTS INFORMATION TECHNOLOGY SUPPORT BRANCH
NAICS (Code): ( )
PSC (Code): COMPUTER AIDED DESGN/MFG SVCS (D313)
Vendor City: FAIRFAX
Vendor DUNS: 0676415970000
Vendor State: VA
Vendor ZIP: 220302844
Award ID (Mod#): LERC0200109DNAS301135 (72) (View)
Award Type: Stand Alone Contract
Vendor Name: GENERAL ELECTRIC COMPANY INC
Contracting Agency: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
Date Signed: April 15, 2005
Action Obligation: $12,354,600
Referenced IDV:
Contracting Office: GLENN RESEARCH CENTER
Search Criteria
To remove the criteria or a portion of the search criteria click the button next to each search level.
application
development
Sort By
This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.
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Relevance
Contract Type
Agency Code
Agency Full Name
Date Signed
Contracting Agency ID
Contracting Agency Name
Department Full Name
Obligated Amount
Principal NAICS Code
Product or Service Code
Vendor State
PoP Country Name
PoP State Name
Recent Searches
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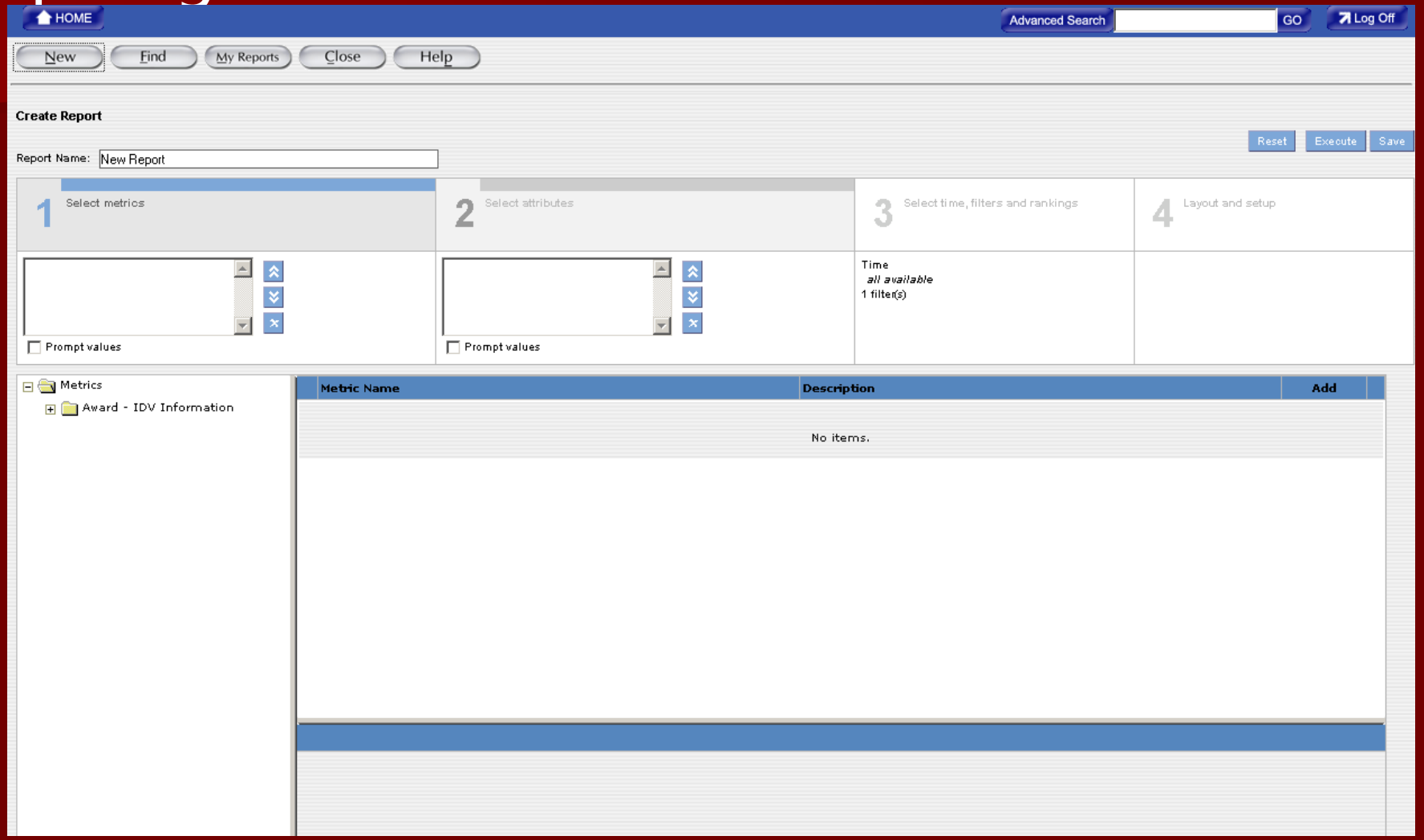
I want to know something else. fpds.gov



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Tutorial | Customer Assistance | What's New | Register | LOGIN
Shopping Cart
0 items: $0.00
GSA e-Buy
Schedules e-Library
Order History/Status
Profile
Parked Carts
Reports
What are you looking for?
Enter keywords, part#/NSN, manufacturer, contractor, contract #
Look in...
All Categories
Advanced Search
Find it!
Browse by Category
Building & Industrial
Furniture & Furnishings
Hospitality, Cleaning, & Chemicals
IT Solutions & Electronics
Laboratory, Scientific, & Medical
Law Enforcement, Fire, & Security
Office Solutions
Recreation & Apparel
Services
Tools, Hardware, & Machinery
Vehicles & Watercraft
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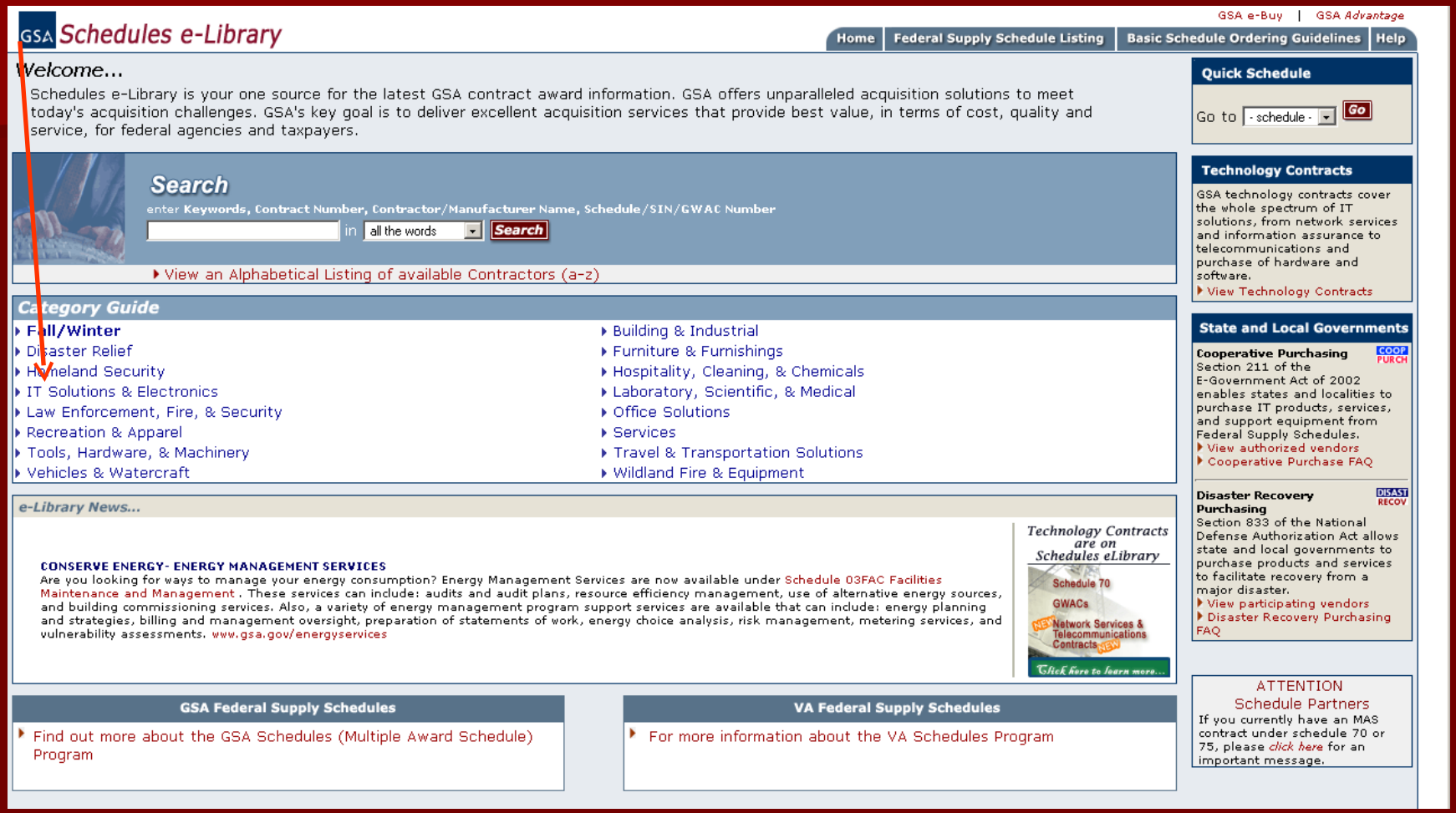
Thanks for choosing GSA Advantage! For over 10 years now, GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide. GSA Advantage offers the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products.
With over 10 million state-of-the-art high-quality commercial products and services at your fingertips, GSA Advantage provides the most convenient one-stop shopping source to meet all your procurement needs.
Frequently Asked Questions
Password assistance
How do I get order status?
About Overseas ordering
How do I get a GSA Supply Catalog?
GSA Supports Veterans
VETS GWAC
Click here to learn more...
Specialty Categories
Strategic Sourcing BPAs
direct access to Strategic Sourcing and agency specific BPAs
Environmental
direct access to a variety of environmental oriented products
JWOD Program
one-stop shopping for available JWOD solutions
Disaster Relief
identify a full range of products and services for relief and preparedness
Wildland Fire
quickly locate available approved NFES products
Homeland Security
locate critical Homeland Security products and services
Requisition Status
find the status of any GSA requisition
NSN Quick Order
quickly order GSA managed NSNs
FEDSTRIP
use this tool to submit FEDSTRIP requisitions
GSA e-Buy
With GSA e-Buy getting quotes is just a click away!
learn more about e-Buy
Vendor Information
How do I get a GSA contract?
How do I get on GSA Advantage?
How do I register for e-Buy?
How to download orders and upload status.
and more...
Click here to find out!
GSA Advantage Sales
Advantage Sales

GSA Schedules E-Library www.gsa.gov/elibrary


GSA Schedules e-Library
GSA e-Buy | GSA Advantage
Home
Federal Supply Schedule Listing
Basic Schedule Ordering Guidelines
Help
Welcome...
Schedules e-Library is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.
Search
enter Keywords, Contract Number, Contractor/Manufacturer Name, Schedule/SIN/GWAC Number
in all the words
Search
View an Alphabetical Listing of available Contractors (a-z)
Category Guide
Full/Winter
Disaster Relief
Homeland Security
IT Solutions & Electronics
Law Enforcement, Fire, & Security
Recreation & Apparel
Tools, Hardware, & Machinery
Vehicles & Watercraft
Building & Industrial
Furniture & Furnishings
Hospitality, Cleaning, & Chemicals
Laboratory, Scientific, & Medical
Office Solutions
Services
Travel & Transportation Solutions
Wildland Fire & Equipment
e-Library News...
CONSERVE ENERGY- ENERGY MANAGEMENT SERVICES
Are you looking for ways to manage your energy consumption? Energy Management Services are now available under Schedule 03FAC Facilities Maintenance and Management. These services can include: audits and audit plans, resource efficiency management, use of alternative energy sources, and building commissioning services. Also, a variety of energy management program support services are available that can include: energy planning and strategies, billing and management oversight, preparation of statements of work, energy choice analysis, risk management, metering services, and vulnerability assessments. www.gsa.gov/energyservices
Technology Contracts are on Schedules eLibrary
Schedule 70
GWACs
NEW Network Services & Telecommunications Contracts NEW!
Click here to learn more...
GSA Federal Supply Schedules
Find out more about the GSA Schedules (Multiple Award Schedule) Program
VA Federal Supply Schedules
For more information about the VA Schedules Program
Quick Schedule
Go to - schedule -
Go
Technology Contracts
GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.
View Technology Contracts
State and Local Governments
Cooperative Purchasing
COOP PURCH
Section 211 of the E-Government Act of 2002 enables states and localities to purchase IT products, services, and support equipment from Federal Supply Schedules.
View authorized vendors
Cooperative Purchase FAQ
Disaster Recovery Purchasing
DISAST RECOV
Section 833 of the National Defense Authorization Act allows state and local governments to purchase products and services to facilitate recovery from a major disaster.
View participating vendors
Disaster Recovery Purchasing FAQ
ATTENTION
Schedule Partners
If you currently have an MAS contract under schedule 70 or 75, please click here for an important message.

GSA Schedules e-Library

GSA e-Buy | GSA Advantage

Home | Federal Supply Schedule Listing | Basic Schedule Ordering Guidelines | Help

Search: all the words Go

Category Guide

IT Solutions & Electronics

In todays rapidly changing IT and telecommunications environment, staying on top of the latest developments, evaluating the best products, and getting the most value for your money could be a full-time job. But you've already got important work to do. So GSA has made it our job to stay on top of all of the newest technologies, most reliable contractors, and best prices for you. To this end, we've expanded and improved our entire Group 70 IT Schedule, making it the most comprehensive, convenient telecommunications and IT source on the entire web.

Get all of your general-purpose commercial information technology equipment, software and services here! In addition, this category includes professional audio/video equipment, telecommunications, and security solutions! For additional information, click here.

Source	Description
58IT	PROFESSIONAL AUDIO/VIDEO, TELECOMMUNICATIONS, AND SECURITY SOLUTIONS
70	GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA's Schedule 70 and the Corporate contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.
00CORP	THE CONSOLIDATED SCHEDULE (formerly Corporate Contracts Schedule) - The Consolidated Schedule encompasses most of the service schedules within the Multiple Awards Schedules program. This schedule provides a streamlined approach to fulfilling requirements that fall within the scope of more than one schedule for acquiring a total solution. Contractors under this schedule hold a single contract that includes two or more combined services from schedules such as: Facilities Maintenance, Office Imaging and Document Solutions, Training, Information Technology, Publications, Financial and Business Solutions, Advertising and Integrated Marketing Solutions, Language, Human Resources, Professional Engineering, MOBIS, Logworld, and Environmental.

GSA Schedules e-Library

GSA e-Buy | GSA Advantage

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Search: all the words Go

Scroll down...

Schedule Summary

For general questions, contact:
IT Acquisition Center
Phone: (703) 605-2700
E-mail: it.center@gsa.gov

IT Solutions & Electronics

70

GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA's Schedule 70 and the Corporate contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.

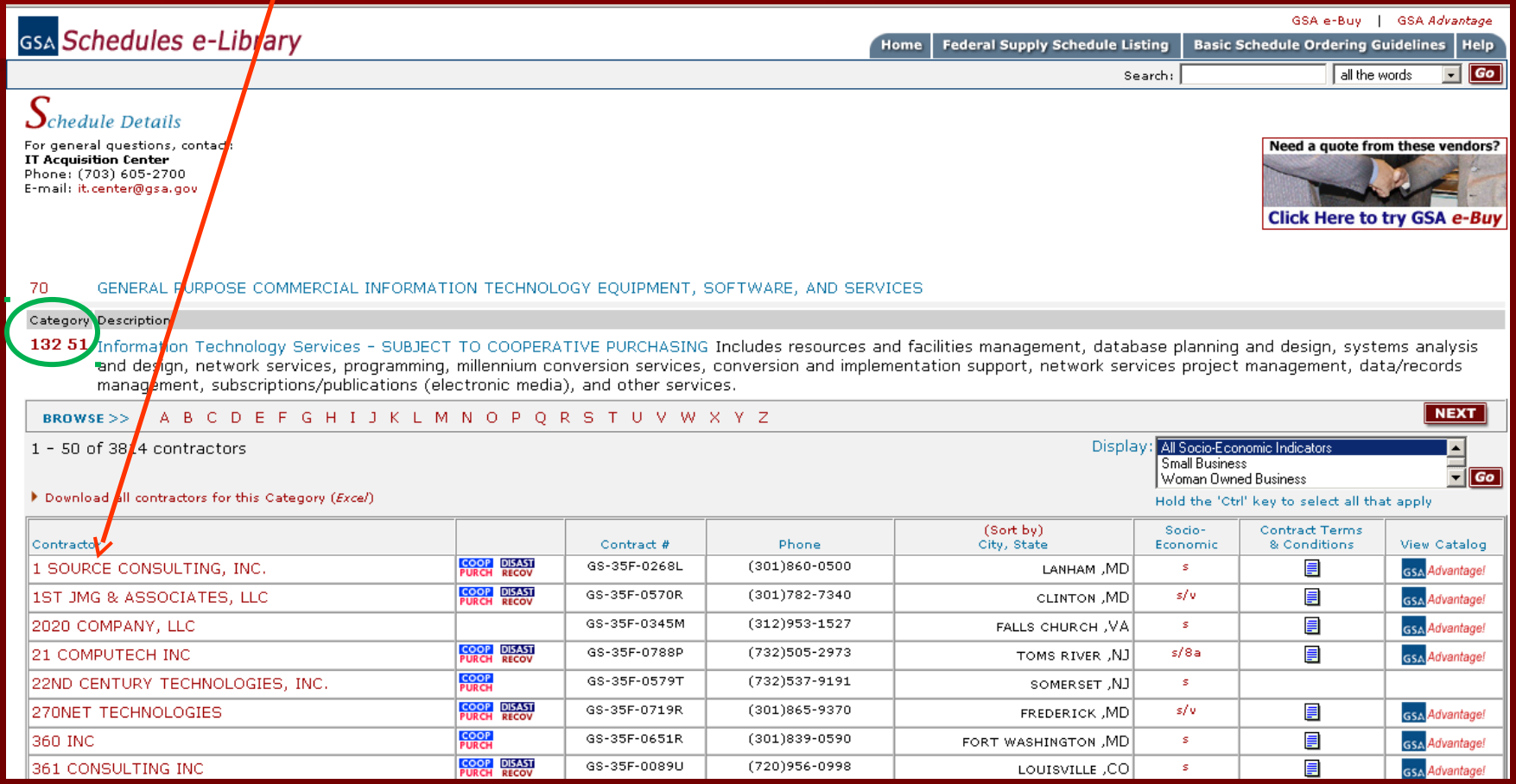
GSA Contracts Online
Federal Buyers...
View Contract Clauses

Vendors
Click here to view the current solicitation on FedBizOpps

70 Category list: - Categories - Go

Category	Description
132 60	Access Certificates for Electronic Services (ACES) Program - AVAILABLE UNDER COOPERATIVE PURCHASING -. This program provides identity management and authentication services and ACES digital certificates for use primarily by external end users to access Federal Government electronic services and transactions in accordance with the X.509 Certificate Policy for the Federal ACES Program.
132 61	Public Key Infrastructure (PKI) Shared Service Providers (PKI SSP) Program - This program provides PKI services and digital certificates for use by Federal employees and contractors to the Federal Government in accordance with the X.509 Certificate Policy for the U.S. Federal PKI Common Policy Framework.
132 62	Homeland Security Presidential Directive 12 (HSPD-12) Product and Service Components - Products and services for agencies to implement the requirements of HSPD-12, FIPS-201 and associated NIST special publications. The HSPD-12 implementation components specified under this SIN are: * PIV enrollment and registration services, * PIV systems infrastructure, * PIV card management and production services, * PIV card finalization services, * Physical access control products and services, * Logical access control products and services, * PIV system integration services, and * Approved FIPS 201-Compliant products and services.
132 3	Leasing of Products - SUBJECT TO COOPERATIVE PURCHASING
132 4	Daily/Short Term Rental - SUBJECT TO COOPERATIVE PURCHASING - Daily or Short Term Rental of Information Technology Equipment is from one day to 365 days.
132 8	Purchase Of Equipment - SUBJECT TO COOPERATIVE PURCHASING - Includes telephone equipment, audio and video teleconferencing equipment, communications security equipment, facsimile equipment, broadcast band radio, two-way radio, microwave radio equipment, satellite communications equipment, radio

What are others offering on GSA? www.gsa.gov/elibrary



GSA Schedules e-Library

GSA e-Buy | GSA Advantage

Home | Federal Supply Schedule Listing | Basic Schedule Ordering Guidelines | Help

Search: all the words Go

Schedule Details

For general questions, contact:
IT Acquisition Center
Phone: (703) 605-2700
E-mail: it.center@gsa.gov

Need a quote from these vendors?
Click Here to try GSA e-Buy

70 GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES

Category Description

132 51 Information Technology Services - SUBJECT TO COOPERATIVE PURCHASING Includes resources and facilities management, database planning and design, systems analysis and design, network services, programming, millennium conversion services, conversion and implementation support, network services project management, data/records management, subscriptions/publications (electronic media), and other services.

BROWSE >> A B C D E F G H I J K L M N O P Q R S T U V W X Y Z NEXT

1 - 50 of 38[illegible]4 contractors

Display: All Socio-Economic Indicators / Small Business / Woman Owned Business Go

Download all contractors for this Category (*Excel*)

Hold the 'Ctrl' key to select all that apply

Contractor		Contract #	Phone	(Sort by) City, State	Socio-Economic	Contract Terms & Conditions	View Catalog
1 SOURCE CONSULTING, INC.	COOP PURCH DISAST RECOV	GS-35F-0268L	(301)860-0500	LANHAM ,MD	s		GSA Advantage!
1ST JMG & ASSOCIATES, LLC	COOP PURCH DISAST RECOV	GS-35F-0570R	(301)782-7340	CLINTON ,MD	s/v		GSA Advantage!
2020 COMPANY, LLC		GS-35F-0345M	(312)953-1527	FALLS CHURCH ,VA	s		GSA Advantage!
21 COMPUTECH INC	COOP PURCH DISAST RECOV	GS-35F-0788P	(732)505-2973	TOMS RIVER ,NJ	s/8a		GSA Advantage!
22ND CENTURY TECHNOLOGIES, INC.	COOP PURCH	GS-35F-0579T	(732)537-9191	SOMERSET ,NJ	s		
270NET TECHNOLOGIES	COOP PURCH DISAST RECOV	GS-35F-0719R	(301)865-9370	FREDERICK ,MD	s/v		GSA Advantage!
360 INC	COOP PURCH	GS-35F-0651R	(301)839-0590	FORT WASHINGTON ,MD	s		GSA Advantage!
361 CONSULTING INC	COOP PURCH DISAST RECOV	GS-35F-0089U	(720)956-0998	LOUISVILLE ,CO	s		GSA Advantage!

See other vendors' pricing & contracts. www.gsa.gov/elibrary

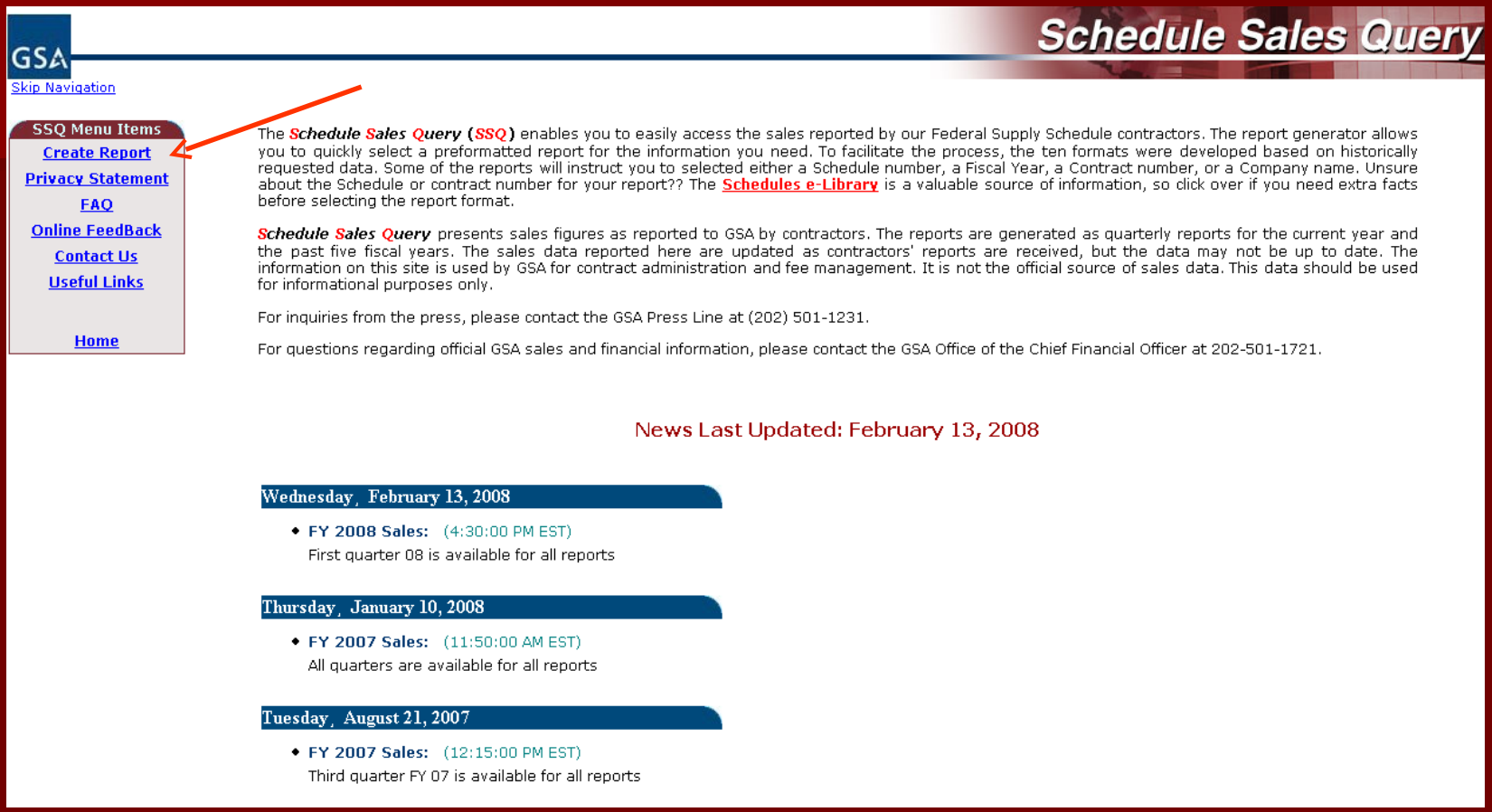
1 Source Consulting, Inc. 8(a), MBE
7501 Forbes Boulevard
Suite #101
Seabrook, MD 20706
POC: Matt Collins
mcollins@1-sc.com
(p) 202-624-0800
(c) 703-371-3831

Current Labor Categories: GSA schedule GS-35F-0268L	GSA On-Site Rate	GSA Off-Site Rate
Sr. IT Industry Expert	$144.19	$174.18
IT Industry Expert	$112.04	$135.34
Project Manager	$91.39	$109.87
Sr. Business Analyst, Strategic Planning	$91.39	$109.87
Sr. IRM Manager	$91.39	$109.87
Sr. Systems Architect	$91.39	$109.87
Sr. Business Analyst	$82.15	$99.30
Sr. Enterprise Software Engineer, Client Development	$82.15	$99.30

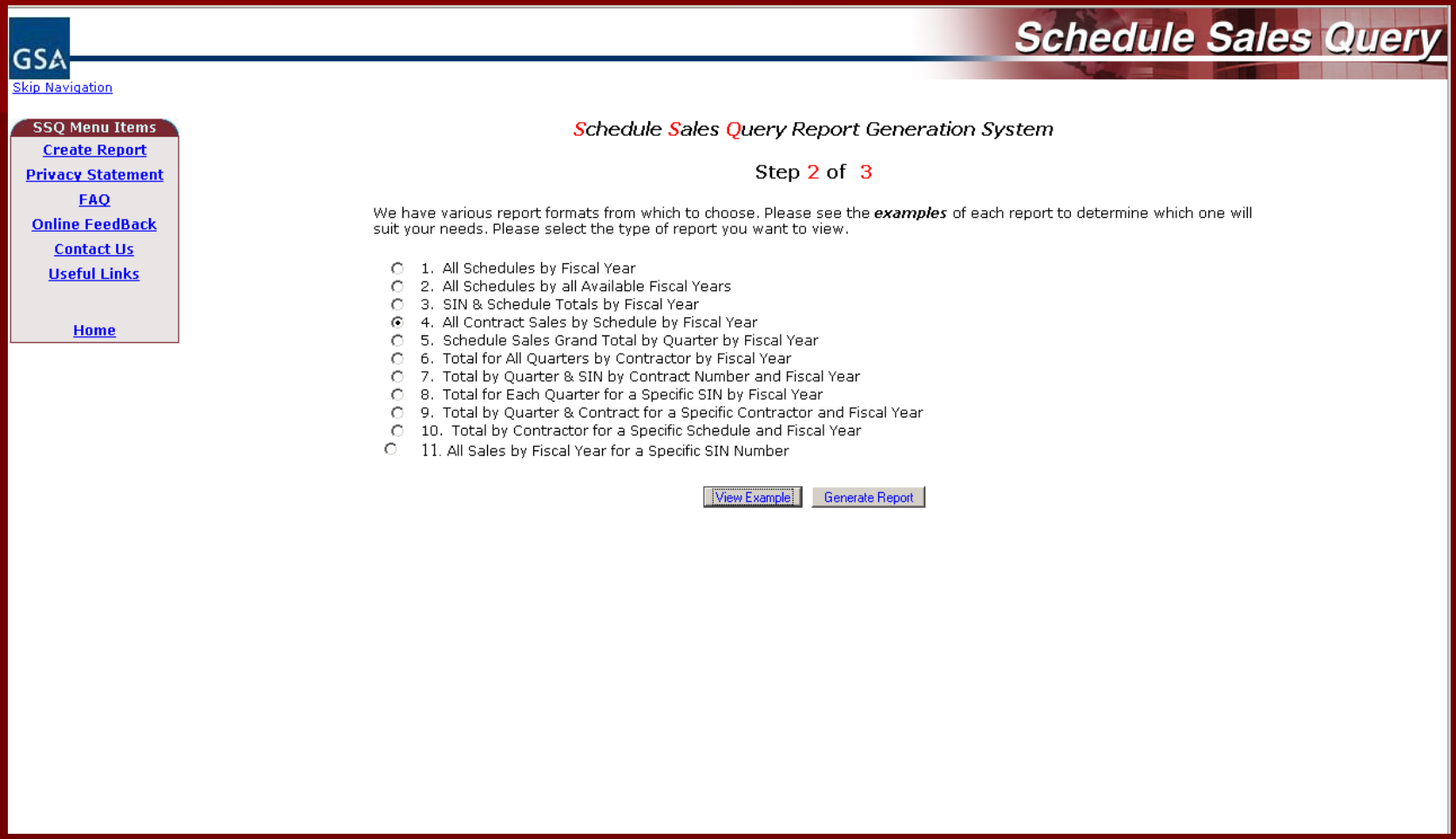
Researching GSA Schedule Positioning: ssq.gsa.gov

- Should I get a GSA Schedule?
  - How much is government buying via GSA?
  - Which Schedule to Pursue (Where do I stand out)?
  - How many vendors share total awards?
- Who are potential Schedule Partners (who wins most?)

GSA Schedule Sales Query ssq.gsa.gov


GSA
Schedule Sales Query
Skip Navigation
SSQ Menu Items
Create Report
Privacy Statement
FAQ
Online FeedBack
Contact Us
Useful Links
Home
The Schedule Sales Query (SSQ) enables you to easily access the sales reported by our Federal Supply Schedule contractors. The report generator allows you to quickly select a preformatted report for the information you need. To facilitate the process, the ten formats were developed based on historically requested data. Some of the reports will instruct you to selected either a Schedule number, a Fiscal Year, a Contract number, or a Company name. Unsure about the Schedule or contract number for your report?? The Schedules e-Library is a valuable source of information, so click over if you need extra facts before selecting the report format.
Schedule Sales Query presents sales figures as reported to GSA by contractors. The reports are generated as quarterly reports for the current year and the past five fiscal years. The sales data reported here are updated as contractors' reports are received, but the data may not be up to date. The information on this site is used by GSA for contract administration and fee management. It is not the official source of sales data. This data should be used for informational purposes only.
For inquiries from the press, please contact the GSA Press Line at (202) 501-1231.
For questions regarding official GSA sales and financial information, please contact the GSA Office of the Chief Financial Officer at 202-501-1721.
News Last Updated: February 13, 2008
Wednesday, February 13, 2008
FY 2008 Sales: (4:30:00 PM EST)
First quarter 08 is available for all reports
Thursday, January 10, 2008
FY 2007 Sales: (11:50:00 AM EST)
All quarters are available for all reports
Tuesday, August 21, 2007
FY 2007 Sales: (12:15:00 PM EST)
Third quarter FY 07 is available for all reports

GSA Schedule Sales Query ssq.gsa.gov


GSA
Schedule Sales Query
Skip Navigation
SSQ Menu Items
Create Report
Privacy Statement
FAQ
Online FeedBack
Contact Us
Useful Links
Home
Schedule Sales Query Report Generation System
Step 2 of 3
We have various report formats from which to choose. Please see the examples of each report to determine which one will suit your needs. Please select the type of report you want to view.
1. All Schedules by Fiscal Year
2. All Schedules by all Available Fiscal Years
3. SIN & Schedule Totals by Fiscal Year
4. All Contract Sales by Schedule by Fiscal Year
5. Schedule Sales Grand Total by Quarter by Fiscal Year
6. Total for All Quarters by Contractor by Fiscal Year
7. Total by Quarter & SIN by Contract Number and Fiscal Year
8. Total for Each Quarter for a Specific SIN by Fiscal Year
9. Total by Quarter & Contract for a Specific Contractor and Fiscal Year
10. Total by Contractor for a Specific Schedule and Fiscal Year
11. All Sales by Fiscal Year for a Specific SIN Number
View Example
Generate Report

SSQ Menu Items
Create Report
Privacy Statement
FAQ
Online FeedBack
Contact Us
Useful Links

Home

Schedule Sales Query Report Generation System

ASCII FILE DOWNLOAD

Thank you for using the ***Schedule Sales Query Report Generation System.*** Your file has been created and is ready for downloading.

This is only an example

Total for each Vendor for a specific Schedule & Fiscal Year.
You will have to select the Schedule & Year.

19 I

Vendor Name	Sales
ABC CO.	500,000
ZZZ Corp.	900,000
A A A INC.	400,000

Total Schedule:	180,000

Click Here to Download Report

Schedule Sales Query Online Report Request System

Requested Report

Total by Contractor for a Specific Schedule and Fiscal Year

Requested Fiscal Year: FY07

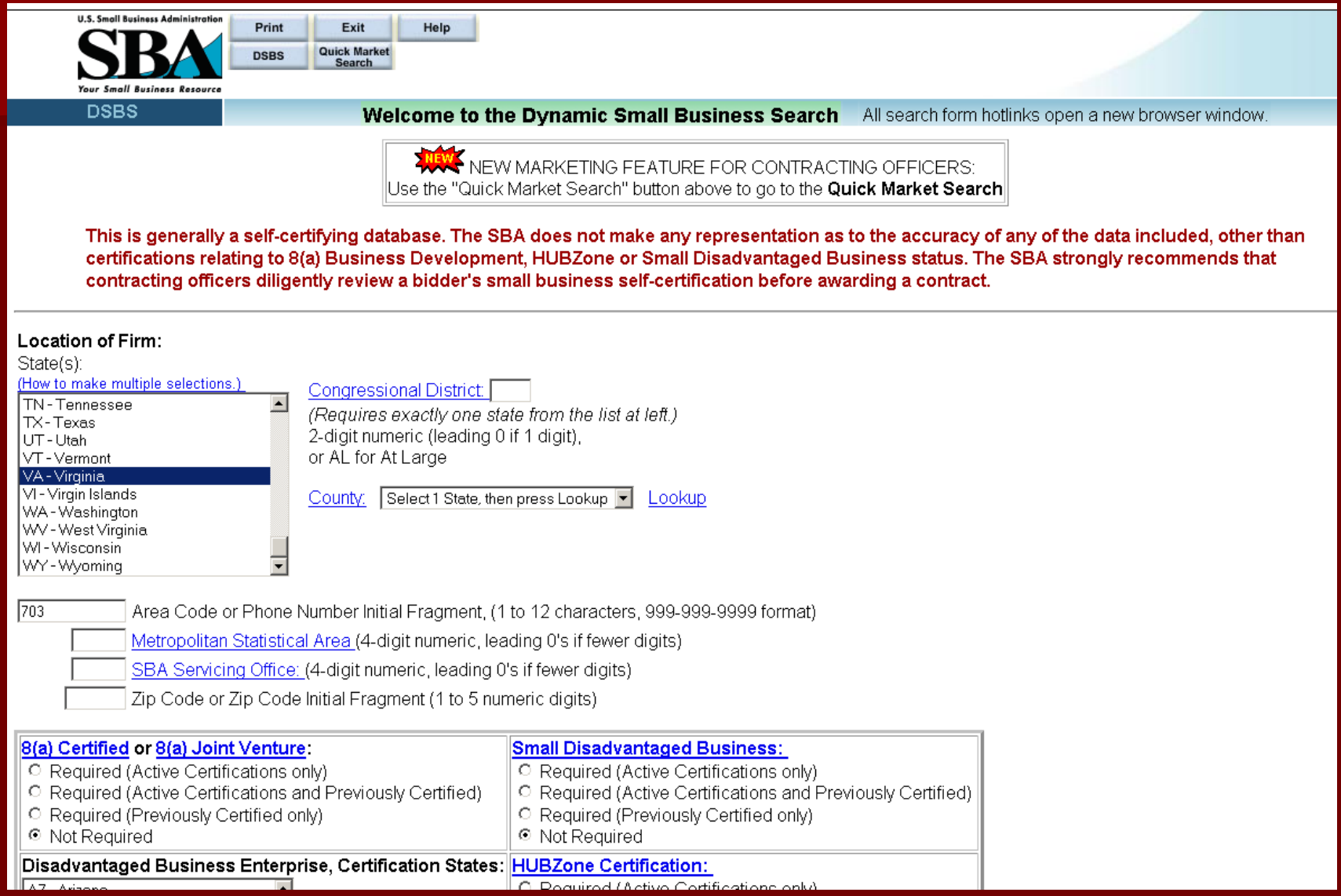
Schedule: 70

Vendor Name	Total Sales
@XI COMPUTER CORPORATION	$424,249
1 BEYOND, INC	$172,688
1 CONSORTIUM INC	$0
1 SOURCE CONSULTING, INC.	$2,336,585
1E LTD	$0
1ST JMG & ASSOCIATES, LLC	$0
2020 COMPANY, LLC	$2,322,983
21 COMPUTECH INC	$103,479
22ND CENTURY TECHNOLOGIES, INC.	$0
270NET TECHNOLOGIES	$0
2M ASSOCIATES INC	$0
303 MEDIA	$0
360 INC	$0
3DI, INC.	$0
3E TECHNOLOGIES INTERNATIONAL IN	$0
3H TECHNOLOGY FEDERAL CORP	$21,500
3H TECHNOLOGY LLC	$20,950,394
3I PEOPLE INC	$0
3M COMPANY	$4,554,308
3RD MILLENNIUM, INC.	$0
3SG CORPORATION	$0
3T INTERNATIONAL INC	$29,181
4 CLICKS SOLUTIONS, LLC	$143,037
4 SURE.COM INC	$3,136,102
4 U SERVICES, INC	$318,427
5D INFORMATION MANAGEMENT, INC	$0
6K SYSTEMS INC	$1,447,405
8E6 TECHNOLOGIES	$623,653
9008 GROUP INC	$146,803
911 ETC, INC	$87,572
A & E TECHNOLOGIES, INC	$0
A & T MARKETING INC	$4,375,572
A C CABLE & COMMUNICATIONS, INC	$1,333,757
A J RHEM & ASSOCIATES, INC	$0
A L T ENTERPRISES INC	$0
A P SOLUTIONS, INC.	$0
A PLUS TECHNOLOGIES	$210,695
A T & T CORP	$29,318,417
A T PRODUCTS, INC	$46,147
A W S CONVERGENCE TECHNOLOGIES,	$0
A&T SYSTEMS, INC	$545,102
A.I.M. TECHNICAL CONSULTANTS INC	$0
A.J. BOGGS & COMPANY	$0
A+ GOVERNMENT SOLUTIONS, INC	$0
A3 TECHNOLOGY, INC.	$0
AAA DATA COMMUNICATIONS, INC	$734
AAC INC.	$5,549,075
AARDVARKS ANSWERING SERVICE, INC	$0
AARON B FLOYD ENTERPRISES INC	$467,703
AAVTEC, INC.	$63,262
A-B COMPUTER SOLUTIONS INC	$0
ABACUS CONSULTANCY SERVICES, LLC	$0
ABACUS TECHNOLOGY CORPORATION	$6,753,766
ABACUS-N-BYTES, INC	$305,477
ABALIC INC	$0
ABATOR INFORMATION SERVICES, INC	$0
ABBA TECHNOLOGIES, INC	$86,096

Central Contractor Registry
Where can I find a partner? www.ccr.gov

CENTRAL CONTRACTOR REGISTRATION
Home | Contractors | Grantees | International Registrants | Small Businesses | Help | 452698 Active Registrants
Start New Registration
Update or Renew Registration
Search CCR
Dynamic Small Business Search
Request Access to CCR Data
Security Notice
Welcome to Central Contractor Registration (CCR)
Central Contractor Registration (CCR) is the primary registrant database for the U.S. Federal Government. CCR collects, validates, stores and disseminates data in support of agency acquisition missions. Click here to learn more about CCR Policy and Background.
Most Recent Changes
CCR Update Change: On Monday, December 3, 2007, the Central Contractor Registration (CCR) system Update module was updated to release 4.07.3.4. This release includes a realignment of the Corporate Information Page to better define the allowable Business Types with CCR Organization types.
This update will require reentry of your CCR Organization and Business types on your next update or renewal.
Release Notes are on-line to fill you in on the change at Release Notes
Posted: 11/26/2007 3:15:20 PM Eastern Time
What do I need to know about registering in CCR? CCR is intended for the
Related Links
Online Representation and Certification (ORCA)
Small Business Administration (SBA)
D&B Web Form for DUNS Number Request
Integrated Acquisition Environment
Home | Contractors | Grantees | International Registrants | Small Businesses | Help |
USA.gov Government Made Easy

Where can I find a small partner? www.ccr.gov



U.S. Small Business Administration
SBA
Your Small Business Resource

Print | Exit | Help
DSBS | Quick Market Search

DSBS

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

NEW NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:
Use the "Quick Market Search" button above to go to the **Quick Market Search**

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Firm:

State(s):
(How to make multiple selections.)

TN - Tennessee
TX - Texas
UT - Utah
VT - Vermont
VA - Virginia
VI - Virgin Islands
WA - Washington
WV - West Virginia
WI - Wisconsin
WY - Wyoming

Congressional District:
(Requires exactly one state from the list at left.)
2-digit numeric (leading 0 if 1 digit),
or AL for At Large

County: Select 1 State, then press Lookup Lookup

703 Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)
Metropolitan Statistical Area (4-digit numeric, leading 0's if fewer digits)
SBA Servicing Office: (4-digit numeric, leading 0's if fewer digits)
Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)

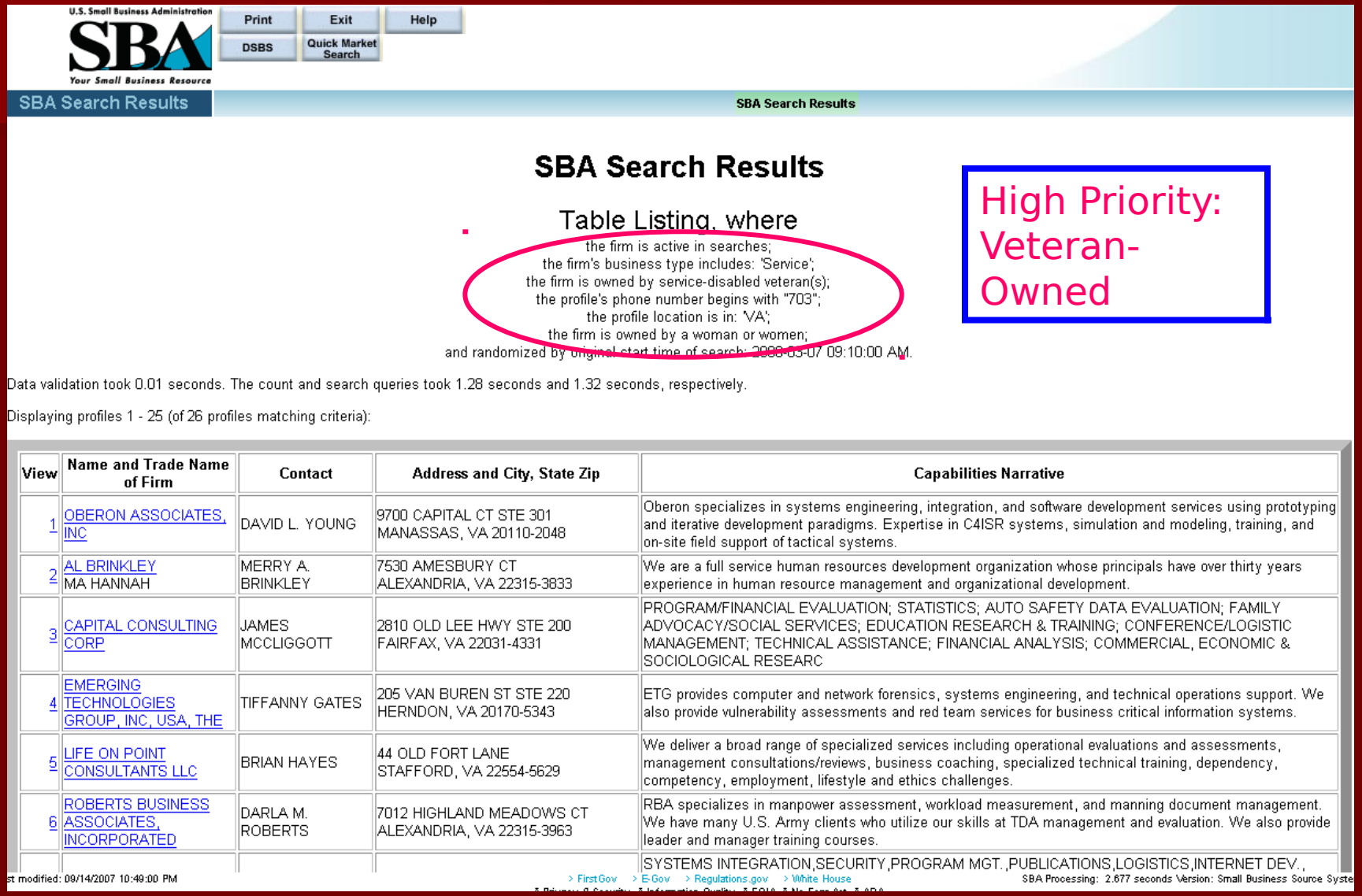
8(a) Certified or **8(a) Joint Venture**:
- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Small Disadvantaged Business:
- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Disadvantaged Business Enterprise, Certification States:
AZ - Arizona

HUBZone Certification:
Required (Active Certifications only)

Potential Partners Matching Your Criteria
www.ccr.gov



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SBA
Your Small Business Resource

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DSBS | Quick Market Search

SBA Search Results

SBA Search Results

SBA Search Results

Table Listing, where
the firm is active in searches;
the firm's business type includes: 'Service';
the firm is owned by service-disabled veteran(s);
the profile's phone number begins with "703";
the profile location is in: 'VA';
the firm is owned by a woman or women;
and randomized by original start time of search: 2008-03-07 09:10:00 AM.

High Priority: Veteran-Owned

Data validation took 0.01 seconds. The count and search queries took 1.28 seconds and 1.32 seconds, respectively.

Displaying profiles 1 - 25 (of 26 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	OBERON ASSOCIATES, INC	DAVID L. YOUNG	9700 CAPITAL CT STE 301 MANASSAS, VA 20110-2048	Oberon specializes in systems engineering, integration, and software development services using prototyping and iterative development paradigms. Expertise in C4ISR systems, simulation and modeling, training, and on-site field support of tactical systems.
2	AL BRINKLEY MA HANNAH	MERRY A. BRINKLEY	7530 AMESBURY CT ALEXANDRIA, VA 22315-3833	We are a full service human resources development organization whose principals have over thirty years experience in human resource management and organizational development.
3	CAPITAL CONSULTING CORP	JAMES MCCLIGGOTT	2810 OLD LEE HWY STE 200 FAIRFAX, VA 22031-4331	PROGRAM/FINANCIAL EVALUATION; STATISTICS; AUTO SAFETY DATA EVALUATION; FAMILY ADVOCACY/SOCIAL SERVICES; EDUCATION RESEARCH & TRAINING; CONFERENCE/LOGISTIC MANAGEMENT; TECHNICAL ASSISTANCE; FINANCIAL ANALYSIS; COMMERCIAL, ECONOMIC & SOCIOLOGICAL RESEARC
4	EMERGING TECHNOLOGIES GROUP, INC, USA, THE	TIFFANNY GATES	205 VAN BUREN ST STE 220 HERNDON, VA 20170-5343	ETG provides computer and network forensics, systems engineering, and technical operations support. We also provide vulnerability assessments and red team services for business critical information systems.
5	LIFE ON POINT CONSULTANTS LLC	BRIAN HAYES	44 OLD FORT LANE STAFFORD, VA 22554-5629	We deliver a broad range of specialized services including operational evaluations and assessments, management consultations/reviews, business coaching, specialized technical training, dependency, competency, employment, lifestyle and ethics challenges.
6	ROBERTS BUSINESS ASSOCIATES, INCORPORATED	DARLA M. ROBERTS	7012 HIGHLAND MEADOWS CT ALEXANDRIA, VA 22315-3963	RBA specializes in manpower assessment, workload measurement, and manning document management. We have many U.S. Army clients who utilize our skills at TDA management and evaluation. We also provide leader and manager training courses.
				SYSTEMS INTEGRATION,SECURITY,PROGRAM MGT.,PUBLICATIONS,LOGISTICS,INTERNET DEV.,

st modified: 09/14/2007 10:49:00 PM
> FirstGov > E-Gov > Regulations.gov > White House
SBA Processing: 2.677 seconds Version: Small Business Source Syste

Free, Good, Enough: Pick Any Two.

#1 Rule of Government Business Development

Other Research Sources

Examples of Specialized Consultancies:

Research, Tools, Reports, Tools, News, Events

- Eagle Eye
- Federal Sources
- Onvia
- E-Pipeline
- INPUT
- Fedxccel

Summary

Use free tools to:

- Get federal buying forecasts -- FBO
- Learn what contracts a Prime has -- FPDS
- Find competitors' GSA pricing -- GSAAdvantage
- Assess potential GSA Schedule partners -- SSQ
- Search for partners with preferred status – CCR

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Judy Bradt

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